

NAVSEA

WARFARE CENTERS

An aerial photograph of a coastal city, likely Panama City, showing a large harbor, a long bridge, and various buildings and infrastructure. The image is partially obscured by a large blue circular graphic on the left side of the slide.

Contractor Summit #5

Panama City

08 September 2006

ACQUISITION SERVICES DIVISION (Code XPS) ORGANIZATION CHART

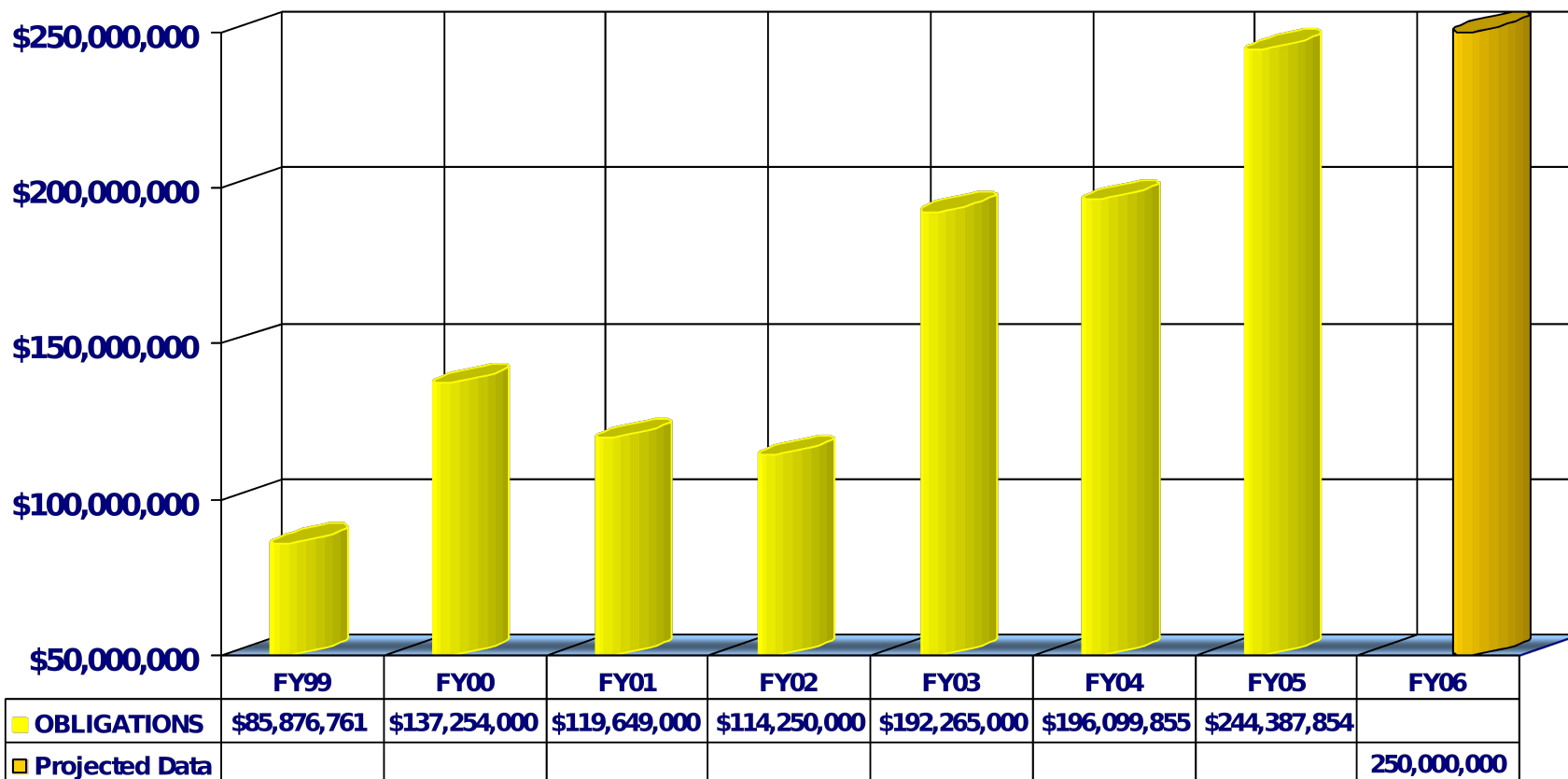
ACQUISITION SERVICES DIVISION CODE XPS	
FAX	4197
L. HYNSON	4862
C. BIBLE	6136
C. HAZARD	5363
<u>DIVISION SERVICES STAFF</u>	
C. DREGER	4863
J. RICHARDSON	4302
J. FORDHAM	4755
V. HOCKADAY	4831

* =
DETAIL
INT =
INTERN

MINE WARFARE, LITTORAL SYSTEMS & OTHER PROJECTS CONTRACTS BRANCH CODE XPS1			
		FAX	4251
T. BAIR		6115	
C. NAZARUK		4354	
<u>A&L CONTRACTING TEAM</u>		<u>XPS40/HA/DJC2 CONTRACTING TEAM</u>	
M. DULATT	5398	A. ZIEMBA	5197
VACANT	TBD	W. HAMMOND	6221
A. DESERCEY	5483	S. HESS	4413
S. FIGLINSKI	5842	P. MORRIS	5387
R. KUCZENSKI	4864	L. O'BRIEN	7473
V. TRUMAN	7230	B. YOUNG	4684
S. HUTCHERSON(INT)	5058	VACANT	TBD
E. CHAVES (INT)		TBD	

MARITIME, INTEROPERABILITY & SPECIAL OPERATIONS CONTRACTS BRANCH CODE XPS2			
		FAX	4197
M. ROSS		5624	
VACANT			
<u>R. HS. & CEODD CONTRACTING TEAM</u>		<u>E. S & NEDU CONTRACTING TEAM</u>	
T. DOUCETT	5817	M. HINES	5398
D. MCMANUS	5392	C. CAMPBELL	4853
L. OSWALT	4239	K. GONZALES	
5354			
J. TROUTMAN	5845	E. HITESHEW	
5362			
K. ZIEMBA	5282	A. IRBY	6035
J. WEBB	4491	D. MORRIS	5386
W. MARTINI (INT)	6425	G. SORRELL	5058
P. SOOMAI (INT)		6153	

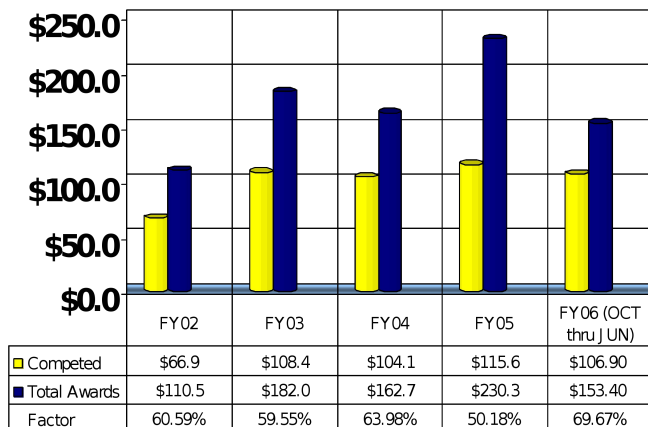
OVERALL BUSINESS TREND



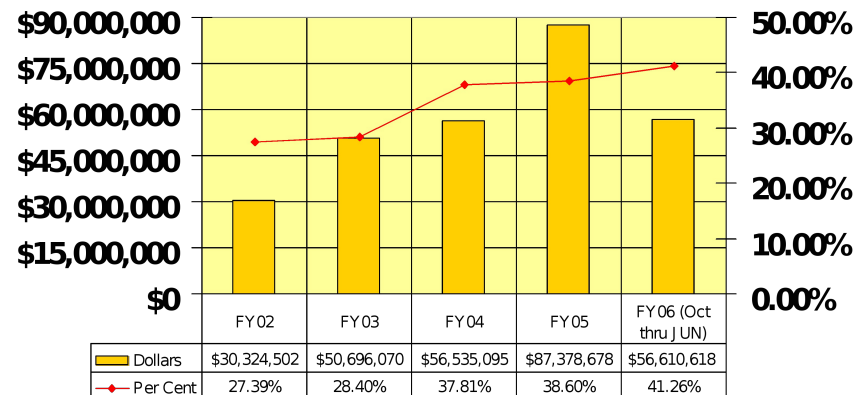
This information does not represent final FY 2006 statistics

KEY FY2006 METRICS

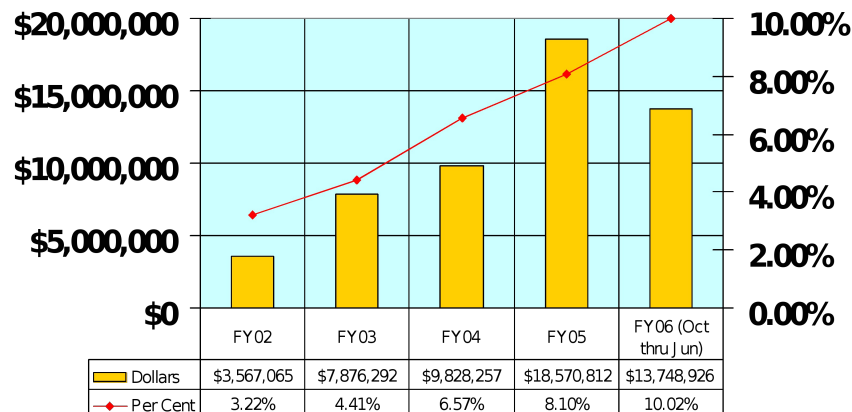
Competition



Small Business



Woman Owned



Results Summary 3rd QTR

Competition - Strong increase. Greater than 20% over goal. Target was 51% and thus far we achieved 70%.

Small Business - Steady increase over last Fiscal Year. 13 points above goal (29.2% vs. 41.26%)

NSWC PC's TOP 30 CONTRACTORS FY06 (OCT THRU JUN)

(Determined by dollars obligated) (1 of 2)

Dollars (\$)

1.	Northrop Grumman	22,609,567	
2.	L-3 Titan Corporation	14,872,977	
3	Arinc Incorporated	11,695,796	
4.	SAIC	7,133,279	
5.	United Technologies Corporation		6,235,780
6.	Briartek, Inc.	6,157,997	
7.	Thomas Associates, Inc.	5,693,120	
8.	Technical Systems Integration, Inc.	5,615,331	
9.	Jacobs Tyco International, Inc.	5,503,900	
10.	Nakuuruq Solutions (Nana Regional Corp, Inc.)	3,965,667	
11.	Lockheed Martin Corporation	3,597,306	
12.	Gryphon Technologies LC		3,193,677
13.	General Dynamics Corporation		3,039,177
14.	BAE Systems Integrated Defense	2,770,917	
15.	Computer Sciences Corporation	2,600,000	

NSWC PC's TOP 30 CONTRACTORS

FY06 (OCT thru JUN)

(Determined by dollars obligated) (2 of 2)

Dollars (\$)

16. BEA Maurer Inc	2,512,842	
17. EDO Corporation	2,385,382	
18. Concurrent Technologies Corp	2,185,517	
19. European Aeronautic Defense	1,965,660	
20. World Wide Technology Holding	1,932,400	
21. Arete Associates	1,827,512	
22. Rolls-Royce Group PLC	1,522,962	
23. Ocean Systems Engineering Corp		1,380,969
24. Federal Network Services, Inc.	1,277,007	
25. Aeptec Microsystems, Inc.	1,183,715	
26. International Business Machine	1,101,555	
27. ADI Group Holdings Pty Limited.	1,078,924	
28. General Products LLC	1,074,924	
29. Advanced Acoustic Concepts, Inc.		1,073,313
30. Central Power Systems & Service		1,045,252

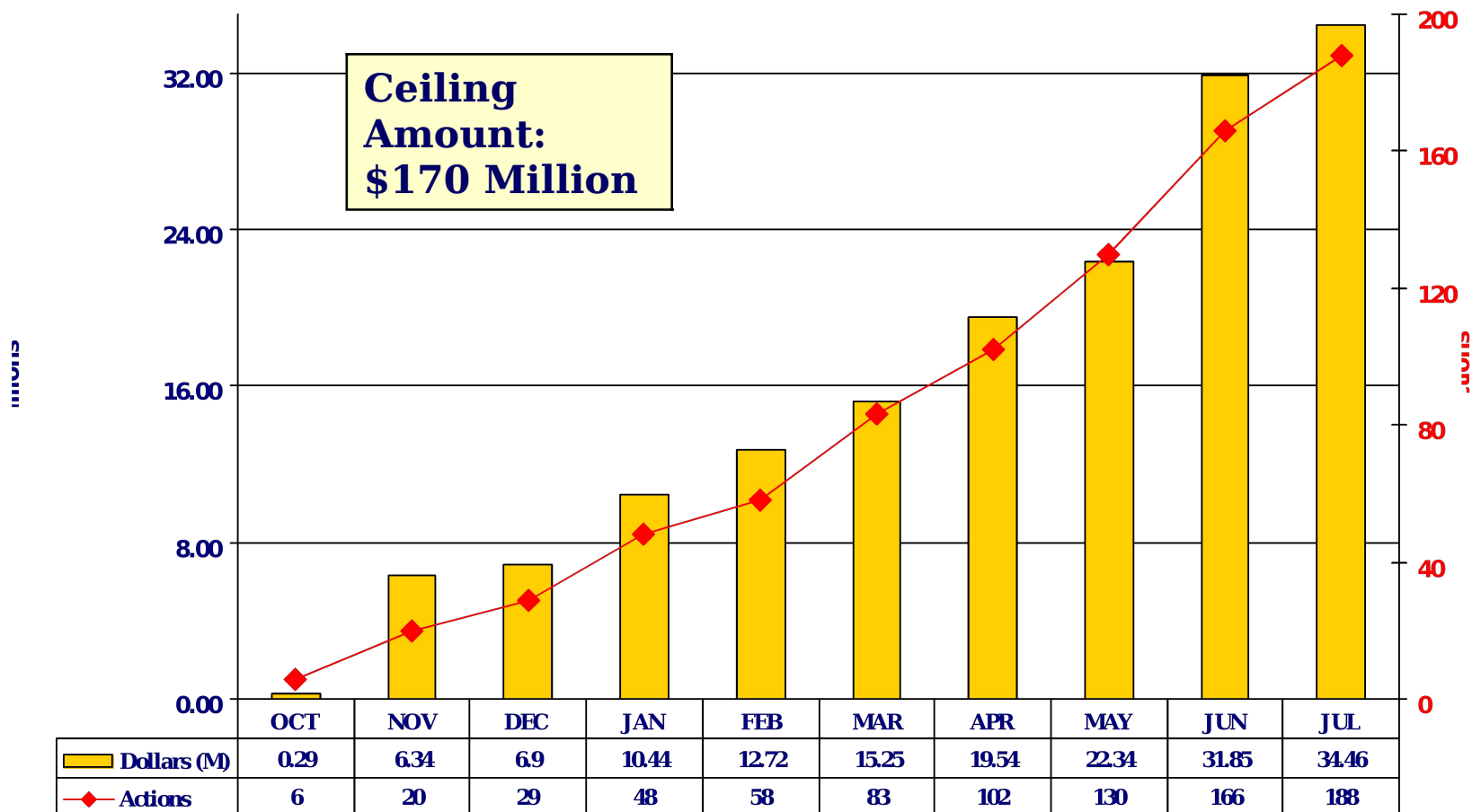
NSWC PC's TOP 15 FY06 SERVICES CONTRACTORS

(Determined by dollars obligated)

Dollars (\$)

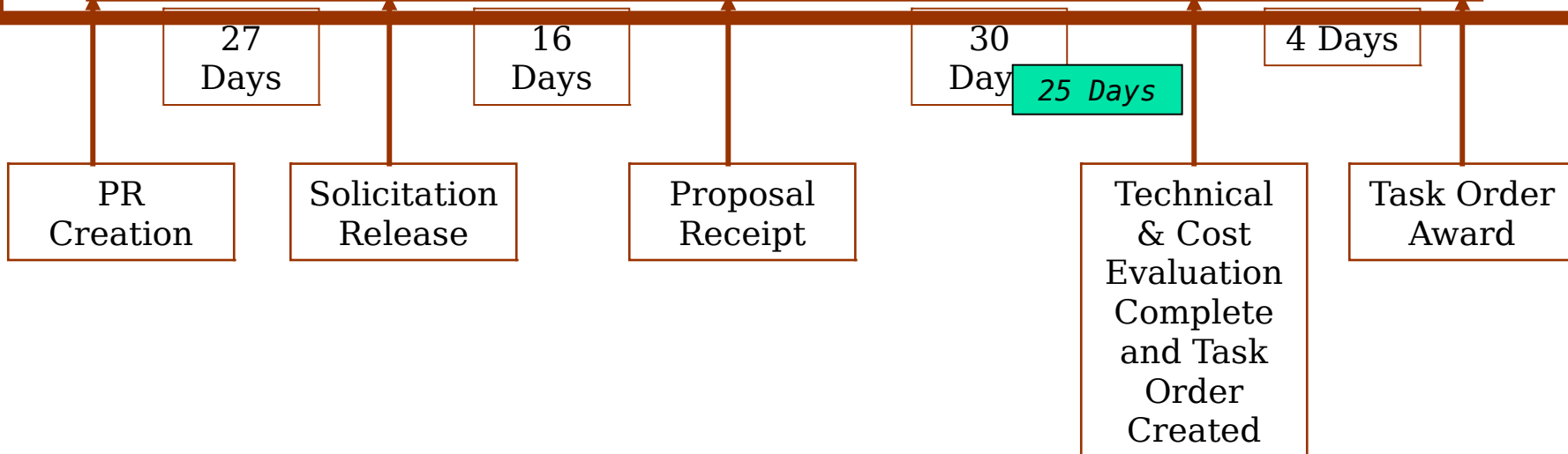
1. L-3 Titan Corporation	9,872,800	
2. Technical Systems Integration	5,815,331	
3. Thomas Associates	5,687,329	
4. Nakuuruq Solutions	3,965,667	
5. Arinc Incorporated	3,662,705	
6. Gryphon Technologies LC	3,193,677	
7. SAIC	2,965,008	
8. Lockheed Martin	2,923,128	
9. BAE Systems Applied Technology	2,604,584	
10. Computer Sciences Corporation	2,600,000	
11. EDO Corporation	2,202,434	
12. General Dynamics (Anteon Corporation)	2,123,591	
13. Northrop Grumman Corporation	1,301,812	
14. AEPTEC Microsystems, Inc.	1,168,515	
15. Jardan and Howard Technologies		958,659

SEAPORT-E: FY2006 PERFORMANCE



Processing Time for Seaport Task Orders

NSWC PC 77 days on average to award - based on 42 Task Orders



NSWC CARDEROCK MD - 138 Days
CARDEROCK PHIL - 112 Days

NSWC CRANE - 195 Days

NSWC INDIAN HEAD - 79 Days
Days

NUWC KEYPORT - 98 Days

NSWC

NSWC DAHLGREN - 101 Days

NSWC PORT HUENEME - 88

NUWC NEWPORT - 156 Days

VENDOR SURVEY RESULTS AUG 2006

- 42 SURVEYS SENT TO CONTRACTORS
- 17 RESPONSES RECEIVED – 42% increase from '05 survey
- RATED TOPICS
 - **Customer Understanding**
 - **Acquisition Planning**
 - **Procurement Status**
 - **Timely Awards**
 - **Communications**
 - **Problem Resolution**
 - **Flexibility**
 - **Responsiveness**
 - **Quality**
 - **Contract Administration**
 - **Task/Delivery Orders**

VENDOR SURVEY PROCESS - AUG 2006 STRENGTHS & WEAKNESSES

STRENGTHS FOR IMPROVEMENTS

- * COMMUNICATIONS
- * CONTRACT ADMINISTRATION
- * QUALITY AND STATUS

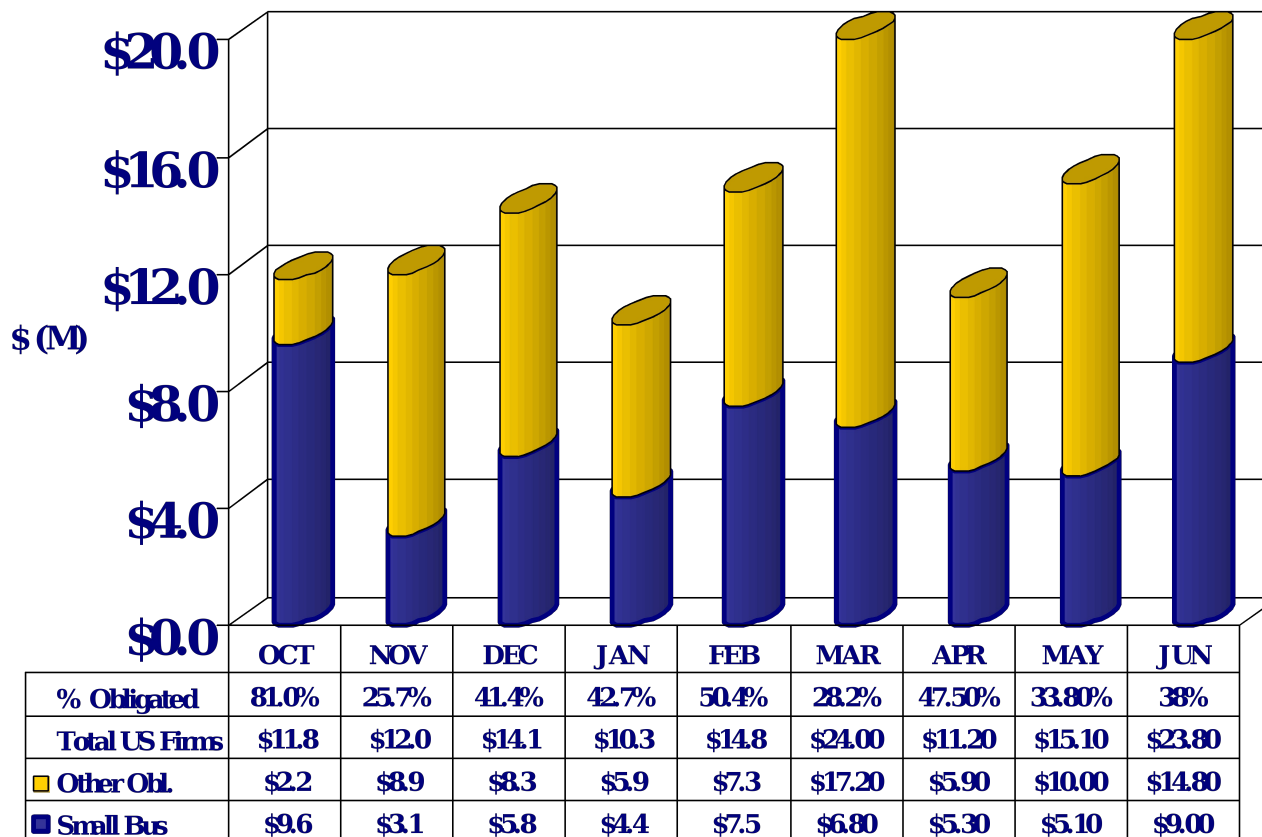
OPPORTUNITIES

- * TIMELY AWARDS
- * TASK/DELIVERY ORDERS

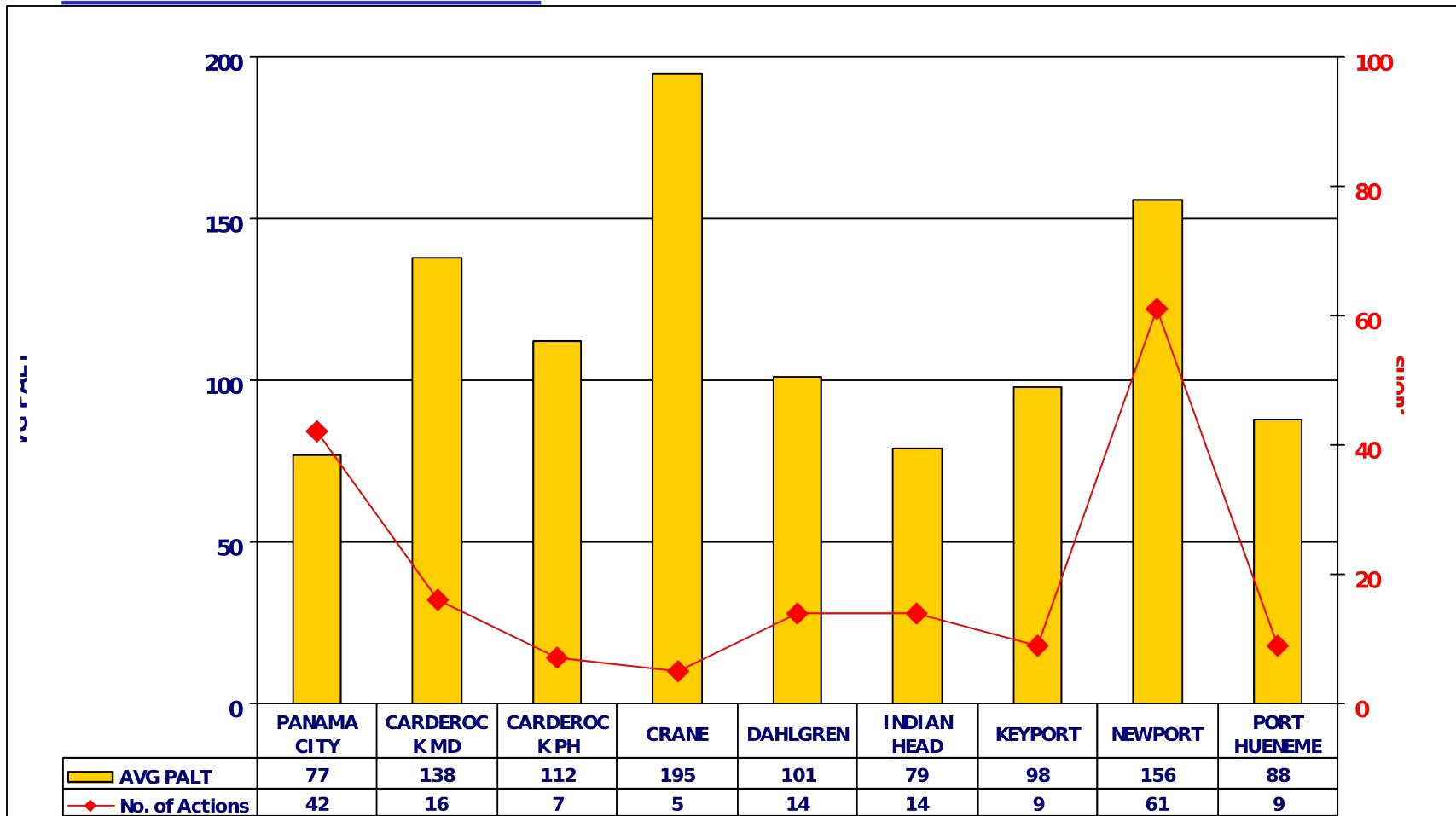
IMPROVING COMPETITION under SEAPORT

- Issue Advanced Procurement Notices when feasible
- Redefine Proposal Response Time for large dollar actions
- Improve our communication to unsuccessful offerors
- Increase the use of Performance Based Statements of Work

OVERALL SMALL BUSINESS AWARDS FY06 (OCT THRU JUN) GOAL: 29.2%



SEAPORT-E: FY2006 PALT COMPARISON



SEAPORT-E MILESTONE COMPARISON FY06 (thru 22 AUG)

